

Trendlines

September/October 2008

Perspectives on Utah's Economy

How Trade, Transportation & Utilities Affect our Economy

Energy Costs:
Will They Keep
Rising?

Construction:
Boom
to
Bust

TRUCKING:
The
transportation
industry
in Utah

Stuck in the Middle:

The "middle man" between
manufacturers and you—the wholesale
trade industry



Department
of Workforce Services

Trendlines

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Trendlines

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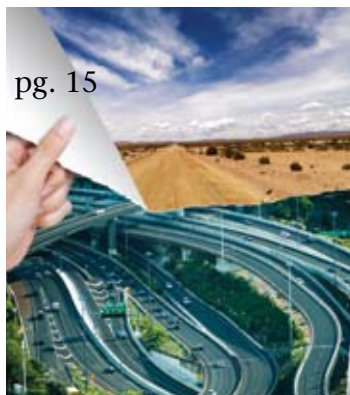
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Trade, Transportation and Utilities Industries Issue



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Just the Facts...
Rate Update



Construction:

*Nearly 11,000 construction
with possibly another 11,000*

Utah's recent construction boom began in 2003. The combination of rapidly falling mortgage rates and surging Utah household formations set off a house-building boom that lasted into 2007, when the subprime debacle brought the boom to an end. The year prior to the boom's inception—2002—Utah approved the construction of 19,500 new homes. At that time, the state's

total construction employment stood at 68,300. Housing permits thereafter rose and peaked in 2005 at 28,300 and 26,300 in 2006. In addition, nonresidential construction started its own boom in 2005. The end result is that by 2007, these combined booms raised construction employment in Utah to 103,500—35,200 jobs higher than in pre-boom 2002.

It took a high degree of both residential and nonresidential activity to raise construction employment that high. With the bottom now falling out of new home permitting—projected to be only 13,000 homes in 2008—where is the impetus to keep construction workers employed? If it took around 26,000 new homes for several years and much nonresidential construction activity to support the addition of

DID YOU KNOW?

- After two years of strong growth, Salt Lake County's commercial real estate market has been struck by the impact of the sputtering economy.
<http://deseretnews.com/article/1,5143,700240032,00.html>
- The number of Utah homeowners who received a foreclosure filing in June jumped nearly 141 percent.
<http://deseretnews.com/article/1,5143,700241966,00.html>
- A geothermal power plant is coming to Iron County.
http://www.sltrib.com/news/ci_9897540

Boom to Bust

*workers have lost jobs,
shed over the next year.*

35,000 more construction workers in the Utah economy, how many workers have to be taken out of the equation to support the building of only 13,000 new homes? Up to this point, nearly 11,000 workers have been removed, but the probable continued lack of housing activity suggests that another 11,000 may yet be shed over the next year.

The prospects of the housing market rebounding next year are currently not that good. The demographics are there, as that surge of Utah household formations continues, but the economic factors needed to facilitate the housing growth to match the formations are currently negative, and probably not looking positive until 2010 at the earliest. Those negative factors are high

housing prices needing to fall back to match the now higher mortgage lending requirements and costs, and the entire economy adjusting to higher energy costs and subsequent higher inflation costs. ⓘ

Stuck in the Middle



Do you ever wonder where all that stuff you see in stores comes from? Behind every finished product is a whole chain of activity—raw materials, production processes, transportation, sales and distribution.

Where retailing is often the last step in the chain, the link just before it is often wholesale trade. The wholesale trade industry provides finished goods or parts as inputs to other industries, businesses, institutions, and government. They help simplify the flow of products, payments, and information. Wholesale trade entities often act as intermediaries between the manufacturer and the consumer, the classic “middle man.”

In 2007, wholesale trade accounted for 47,270 jobs in Utah, or 3.8 percent of the total nonfarm employment. The average monthly wage was \$4,411, which is higher than the state average of \$3,043. Most wholesalers take possession of the merchandise and then sell it to other merchants. The largest segment is merchant wholesalers dealing with durable goods (motor vehicles and parts, furniture, industrial equipment, machinery, etc). Slightly more than half of the employment in wholesale trade deals with durable goods. The other major group is nondurable good wholesalers (papers, chemicals, food, farm products, clothes etc). The smallest group consists of market brokers and agents who never take possession of the goods, but facilitate the sale of goods for a fee or commission.

Small establishments dominate this industry, with those employing four or fewer workers accounting for 67 percent of firms and 12 percent of employment. The most common occupations in this industry consist of sales representatives, office and administrative workers, and transportation and storage jobs. Another interesting fact is that men are more than twice as likely to work in this industry than women. They also earn more in wages, as they are more concentrated in the higher-paying sales occupations.

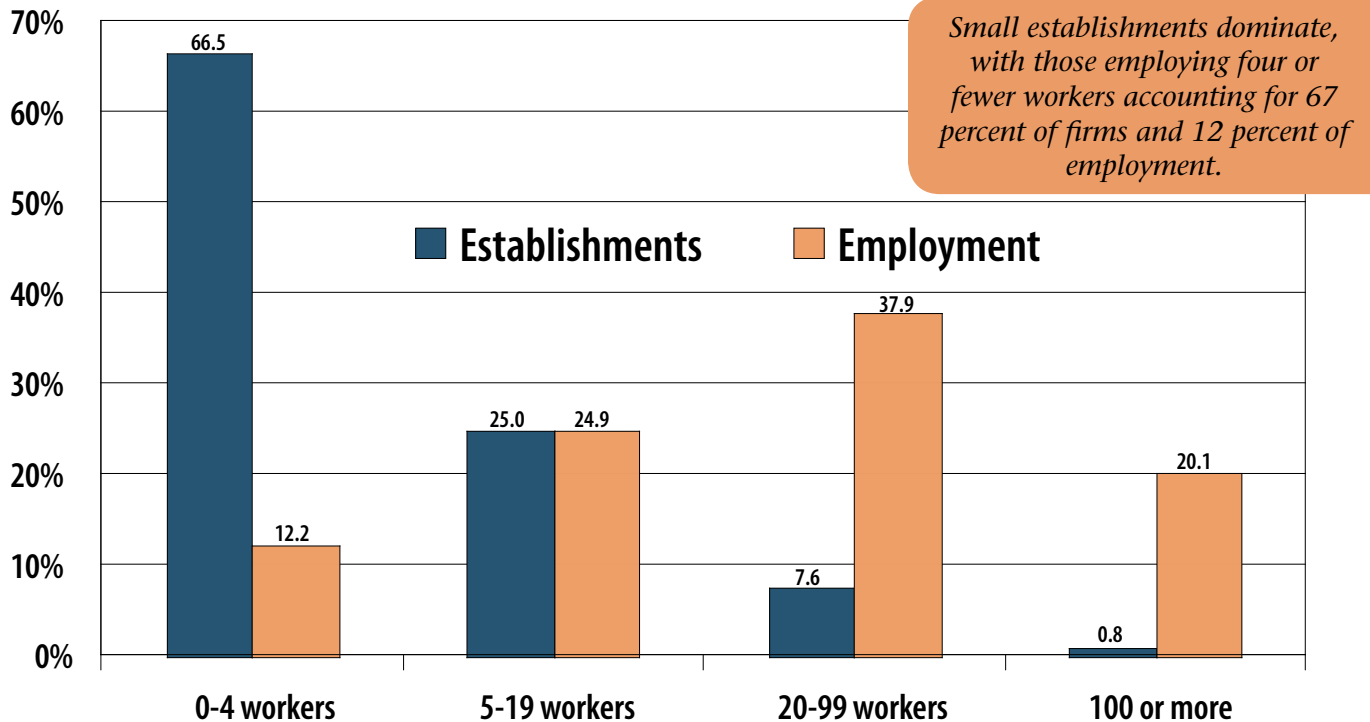
Wholesale trade activity in Utah expanded rapidly from 2004 to 2007, following the strong growth in population, household formation, and economic activity enjoyed by the state. As Utah's economy cools, wholesale trade activity will follow the prevailing winds and slow as it responds to changing market conditions. ⓘ

For more information go to:

- <http://jobs.utah.gov/jsp/wi/utalmis/default.do>
- <http://jobs.utah.gov/opencms/wi/statewide/ifsheets>

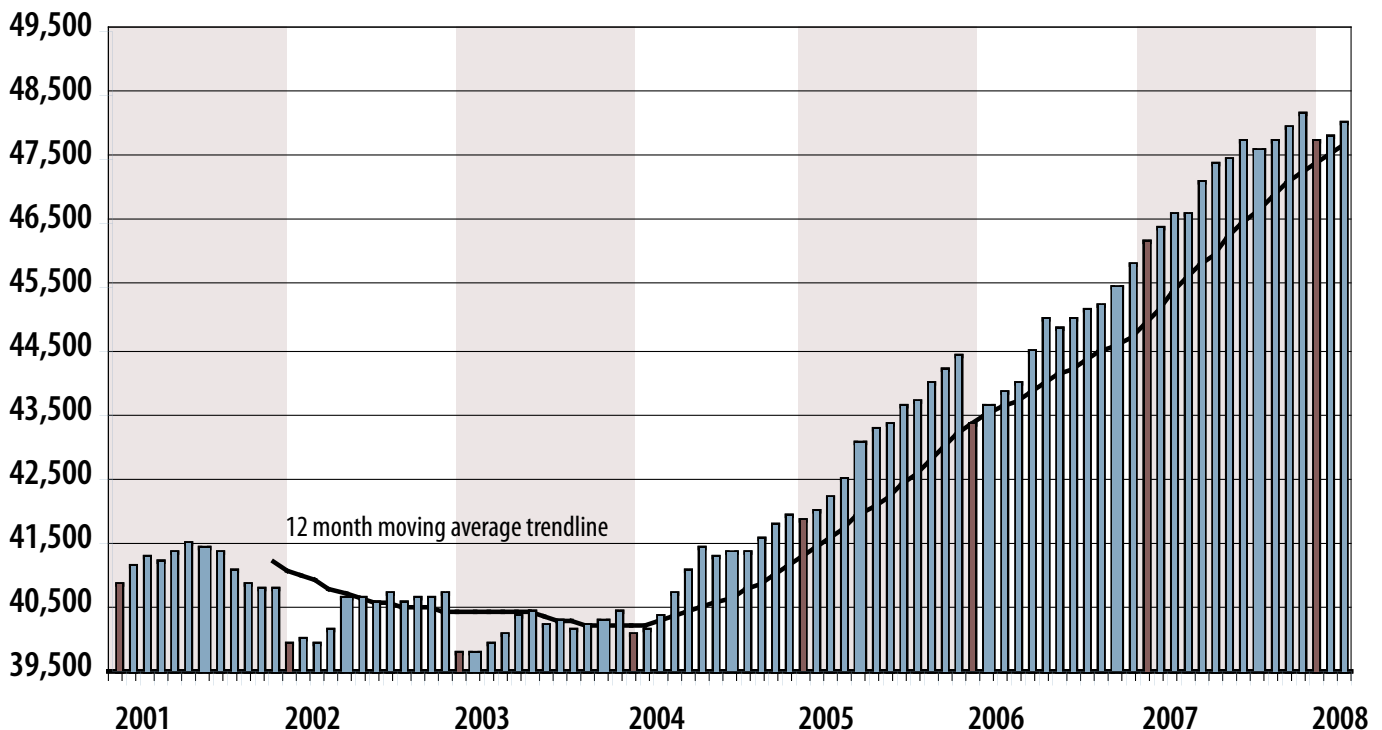
Wholesale Trade Establishment and Employment

in Utah 2007



Wholesale Trade Employment in Utah

by month • 2001-2008



Source: Utah Department of Workforce Services.

Retail Trade...

that's the industry sector where you go to buy \$tuff

\$25,000,000,000 in 2006. That's how much consumers spent in Utah's retail trade stores, all 9,000 of them. In 2007, these establishments employed nearly 149,000 workers with a total payroll of some \$3.9 billion.

Of the industry sectors—trade, transportation, and utilities—addressed in this issue of Trendlines, the trade sector (including wholesale and retail trade) is by far the largest in terms of jobs. Wholesale trade businesses take the products from the manufacturers and distribute them to the retail stores for sale to the public.

Retail trade is an aggregation of a dozen sub-industries. The graph shows the makeup of jobs in retail trade. General merchandise stores account for 19 percent of all employment. These stores are the heavy-hitter mall anchor stores and shopping area super centers (Wal-Mart, Target, Shopko, Dillards, JC Penney, and others). Also included in this large group are the discount and warehouse membership stores like Costco and Sam's Club. Because general merchandise stores have a high proportion of part-time workers the sector may account for 19 percent of the employ-

ment but only 15 percent, or \$580 million, of the total \$3.9 billion of payroll dollars.

Food and beverage stores, let's call them grocery stores, hold the number two spot in terms of employment in retail trade. Over 24,000 workers are counted on payrolls in this industry. In the third-largest job group are the businesses that sell new and used vehicles and parts. These 1,200-plus locations employ some 18,740 persons and account for about 20 percent of total payroll in retail trade.

Almost half of all workers in retail trade are in these three of the industry's 12 sub-sectors.

The next group of three sub-industries account for about a fourth of all jobs in retail trade. They include building materials, clothing and accessories, and gasoline stations. Each of these three employ between 10,000 and 14,000 workers. The building materials industry includes all the home improvement and garden stores.

The remaining six industries within retail trade each employ about 5,000

to 10,000 persons. They include some specialty-type retail trade stores and non-store retailers. The specialty stores include: sporting goods, hobby, book, and music stores; furniture stores; health and personal care stores; electronics and appliance stores; and miscellaneous (florists, pet, office supply) stores.

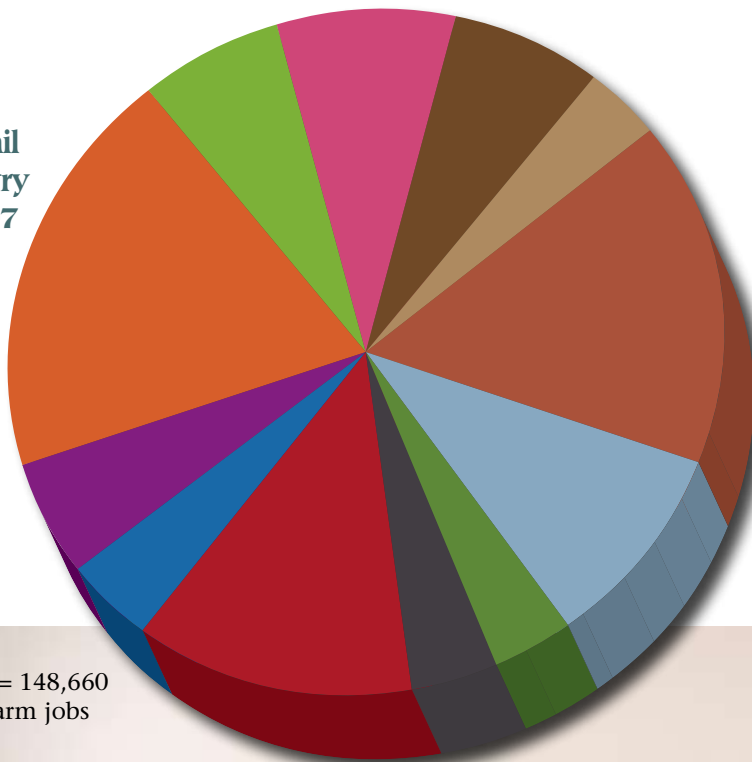
New Guy on the Block

One last sub-industry classified in retail trade is called nonstore retailers. This industry is expanding rapidly because of Internet sales. As the title implies, there are no physical locations where people go to shop. These "nonstores" include electronic shopping and mail-order houses, direct selling businesses, and vending machine operators. Most of the employment is in Internet and direct sales operations. Only about five percent (6,500 workers) of total employment for retail trade is in "non-store" retailers. ⓘ

For more information on retail trade, see the statewide fact sheet at:

•<http://jobs.utah.gov/opencms/wi/statewide/ifsheets/retailtrade.pdf>

Utah Jobs in Retail Trade Industry Sectors 2007



Total retail jobs = 148,660
12% of all nonfarm jobs

- Motor Vehicles & Parts 12.6%
- Nonstore Retailers 4.3%
- Misc. Store Retailers 5.5%
- General Merchandise 19%
- Sporting Goods/Books/Music 6.5%
- Clothing & Accessories 8%
- Gas Stations 6.8%
- Health/Personal Care 3.8%
- Food & Beverage 16.3%
- Build Materials & Garden Centers 9.6%
- Electronic & Appliance 3.4%
- Furniture & Home Furnishings 4.1%



Source: Utah Department of Workforce Services.

Hail to the Utilities Heroes!

Utah's utilities industry is well visualized by a collection of puzzle pieces—the largest piece being the electric power generation and distribution industry.

It is easy to forget that every time you flip a light switch in a dark room, take a nice hot shower, or—yes—flush the toilet, you are implicitly relying on the efforts of Utah's utilities industry. The 6,250 people who worked in 2007 for utilities firms make our modern quality of life possible and play a critical role in allowing the state's economy to grow.

Indeed, it is something of a modern day miracle that an industry that makes up a mere 0.5 percent of the state's overall employment portfolio can do so much.

Pieces of the Utilities Puzzle

Utah's utilities industry is well visualized by a collection of puzzle pieces. While each piece is important in its own right, together they make life much more pleasurable—literally! In Utah the largest of these pieces—with fully 51 percent of utilities employment—is the electric power generation and distribution industry. The firms in this industry, mainly private companies, employed roughly 3,160 workers in 2007. In terms of power generation, nearly all of the state's electricity comes from coal power plants, and these are, for the most part, located in Emery and Millard counties—which explains why 76 percent of the state's

fossil fuel electric power generation jobs are in those counties. This puzzle piece is also especially large because Utah exports a large amount of power to other states, namely California.

The other half of the state's utilities puzzle is made up of smaller pieces representing the water supply (1,484 jobs in 2007), natural gas distribution (903), and sewage treatment (703) industries. In all three cases the majority of employment for each industry resides in Salt Lake County, reflecting both the high population and employment density of the area and the county's role as headquarters for many major utilities companies. Unlike electric utilities, water supply and sewage treatment in Utah tend to be a public service. (As an interesting aside, only 12 Utah counties have sewage treatment facilities.) Natural gas distribution, on the other hand, is provided through private firms.

Working in Utilities

Employment in utilities is characterized by relative stability. While many other industries move up and down with the economic cycle, utilities must provide services to millions of people regardless of the state of the economy. Nevertheless, in the early years of this decade some pieces of Utah's utilities industry suffered some job losses. Electric power transmission

and distribution, in particular, lost jobs throughout 2001 and 2002. However, some of those losses have been reversed in recent years.

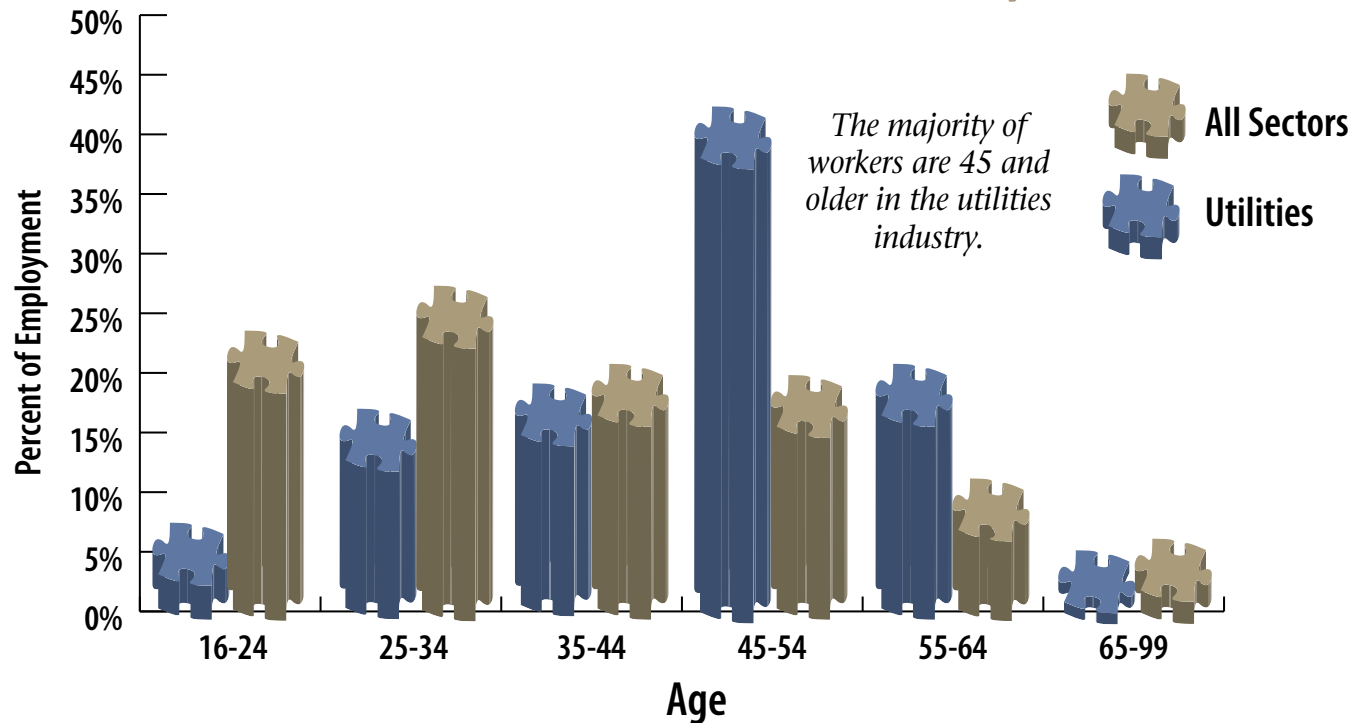
The utilities industry's stability isn't its only defining characteristic. Another example of its unique nature is its gender makeup. Of Utah's twenty major industries, utilities is the third most male-dominated industry in the state, with women holding only 20 percent of employment, according to Local Employment Dynamics (LED) data from the first

half of 2007. Utilities are also defined by the older age makeup of its workers. Whereas the majority of workers in the rest of the economy are younger than 45, according to LED data, in utilities the majority of workers are 45 and older. For these reasons alone near-retirement-age men dominate many pieces of the utilities industry. Complicating matters, these workers hold fairly technical positions that require significant training. Thus, the industry may soon find itself in a bind when a relatively large portion of its workforce chooses to retire.

Putting it all Together

It is hard to imagine life without electric lights, running water, and flushing toilets. Without the amazing efforts of all 6,000-plus men and women in Utah's utilities industry these comforts of modern life wouldn't be possible. So even though they make up but a small percentage of the state's total employment, utilities will continue to play a large role in Utah's economic well-being. ⓘ

Age Structure of Utah's Utilities Industry



Source: Utah Department of Workforce Services.

Planes, Trains and Automobiles

How Important is Transportation?

This question is stated as one of those questions whose answer is so obvious, it needn't be answered. It's just a way of emphasizing the obvious.

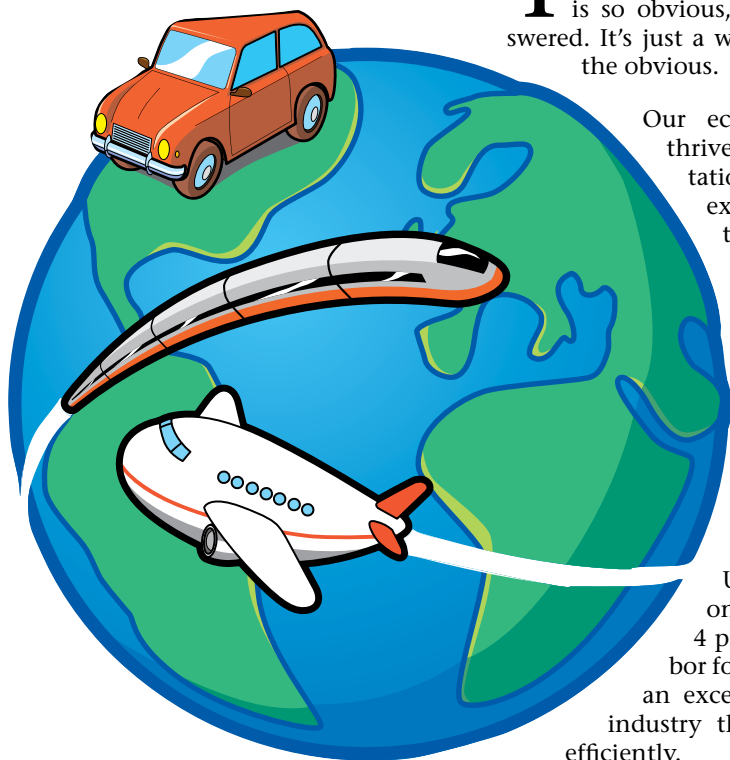
Our economy not only thrives on its transportation system, but is excessively sensitive to it. Just look at the impact of higher fuel prices. Moving people, goods, and even information is an essential part of our world. The interesting thing is that for its enormous importance to the Utah economy, it only employs about 4 percent of Utah's labor force. Obviously, it is an exceedingly important industry that operates quite efficiently.

When identifying industries, transportation carries its own classification. It includes air travel, trucking, railroads,

buses, taxis, ports, and boats, although the latter two don't have much presence in Utah. You might be surprised to find that it also includes other transportation modes. Would you have guessed that petroleum pipelines are classified in transportation? How about courier services like UPS or FedEx?

There are around 50,700 people employed directly in what we call the transportation industry. The biggest subset is trucking, whether short- or long-haul, and it keeps over 18,000 workers busy. Air travel, especially with the presence of Delta employing Salt Lake City as its western hub, elevates Utah noticeably. It gives it an advantage in a transportation-addicted world, as many cities are just a flight away. Delta's expanding international reach should only help Utah more. Over 7,000 workers keep Utah's air systems moving.

These are some of the immediate influences of the transportation sector. The expansive part is its secondary effects. Think of all the tourists who come to Utah because of advanced transportation. Many come from different parts of the world. Think about all the roads, rails, and runways built. Think about

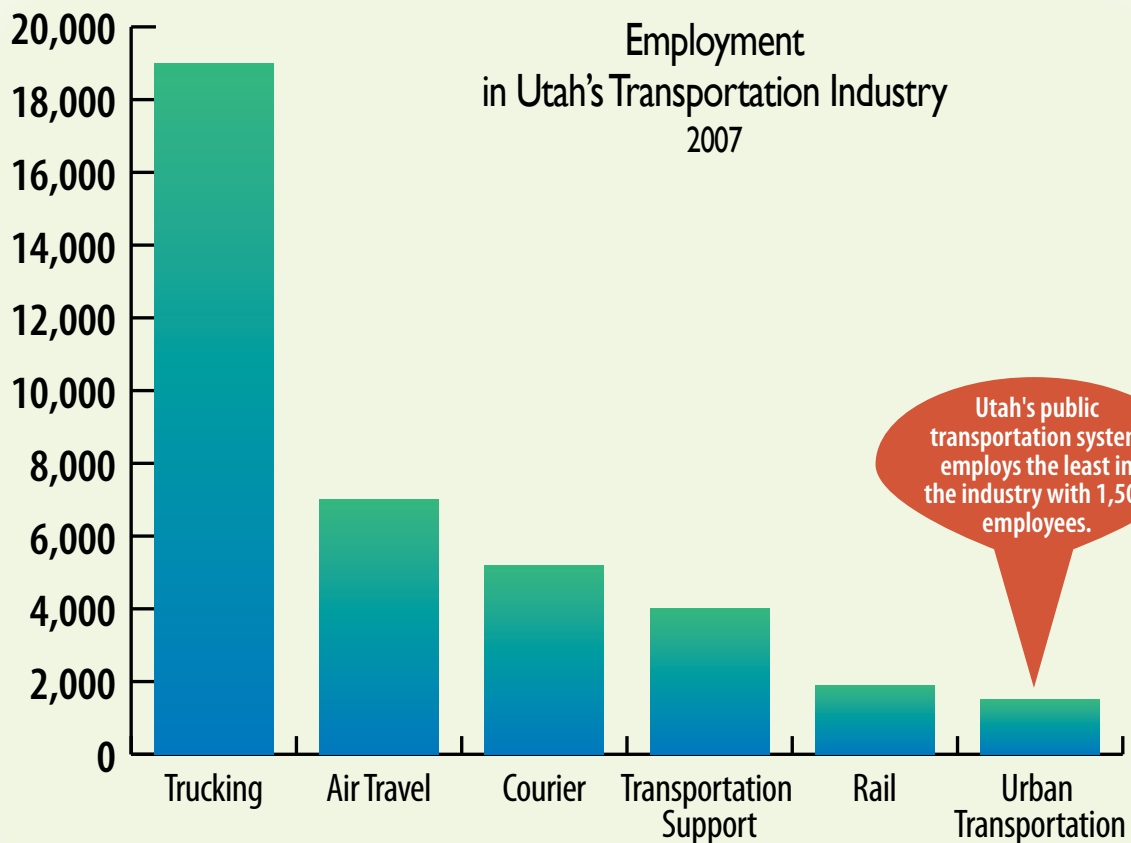


In Utah, there are around 50,700 people employed directly in the transportation industry.

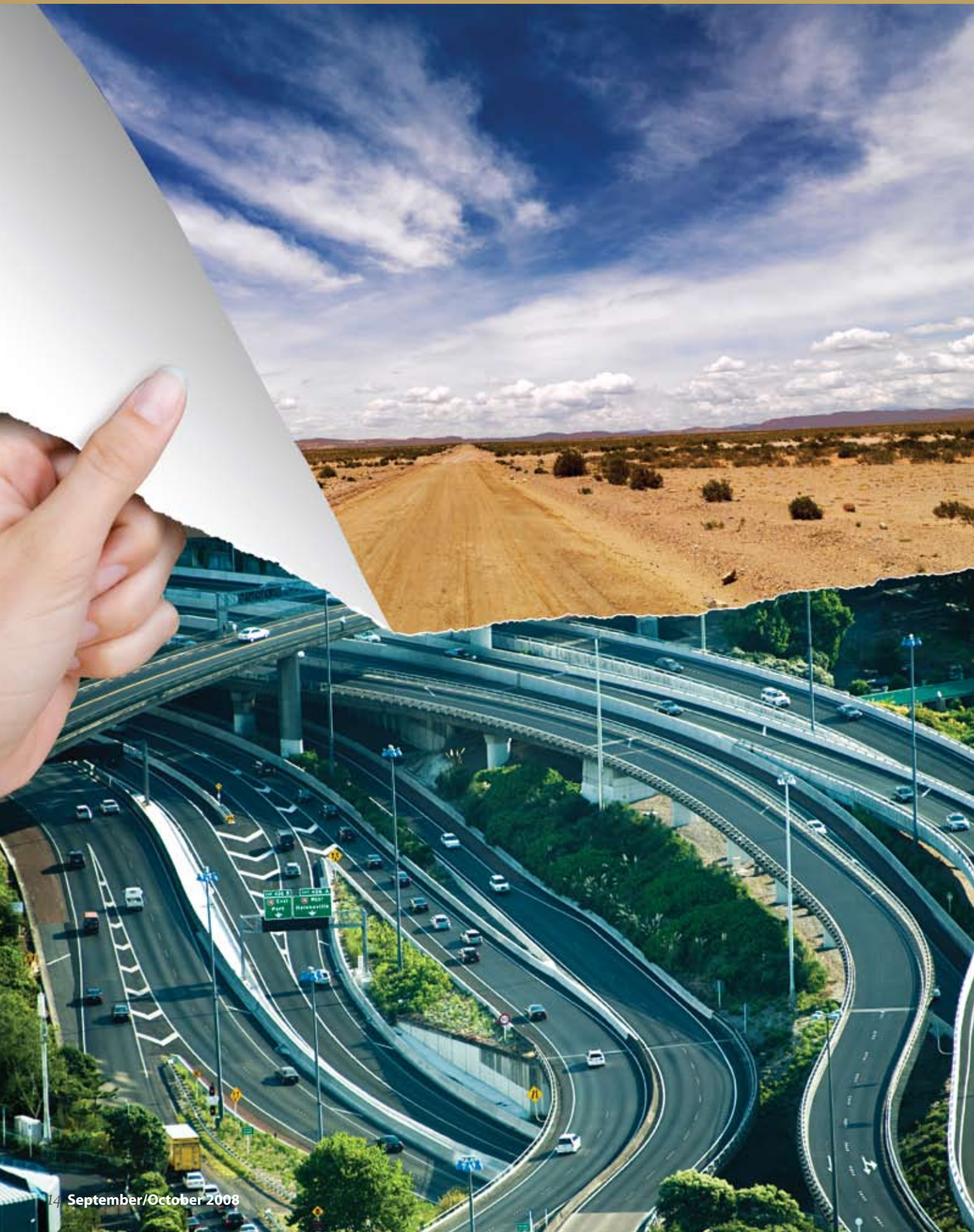
your need to get to work and back, and how much you spend buying, feeding, and maintaining your car. Even teens are as happy as can be driving around in a junker. Transportation has become so important to our modern world that “ease of movement” is being considered as an addition to the Bill of Rights. I’m just

kidding, but it may as well be. The centrality of transportation and its main fuel oil lies at the heart of some of the world’s trouble spots. The disruption of oil flow and its availability is currently the world’s most volatile geopolitical issue. The world would probably be apathetic to what happens with the internal politics of Ni-

geria if that country weren’t a major producer of oil—probably Venezuela as well. Would the rest of the world be so sensitive to issues in the Middle East if oil wasn’t so pervasive there? Transportation, and the need for cheap transportation, have become a driving force of the world today. ⓘ



Source: Utah Department of Workforce Services



Transportation

Enables Expansion

Utah is expanding its transportation infrastructure in innovative ways. Along with an improved public transportation system, Utah commuters are fortunate.

Our world was once dictated by the environment. Through technological progress, humans gained ascendancy over the landscape. We are able to live in environments that we could previously not have, and expanded to places we couldn't before.

Early roads were the first element of transportation infrastructure. They progressed from trails and dirt, to gravel and eventually paved roads. There were numerous benefits to paved roads in the early history of the U.S. Paved roads eased the stress on vehicles and resulted in increased levels of sanitation as horse manure could more easily be cleaned. Rails were built across the country and that infrastructure facilitated the movement of goods and thus enabled economic expansion.

Through the 19th and 20th centuries local, state and the federal government invested in the development of roads. Eventually all states were connected by a complex interstate highway system. The system of roads enabled an even greater level of connectivity.

Currently we have the most developed transportation infrastructure in history and it is still expanding. Growth strategies for transportation take into account a number of factors including environmental impacts, population growth, public transportation and efficiency.

In 2006, over 116,000 automobiles drove on I-80 on an average day. At the time there was not the infrastructure to accommodate that amount of traffic (as anyone who made that dreaded drive can attest). As such the Utah Department of Transportation initiated the I-80 State Street-to-1300 East construction project. The construction is planned to be completed by late fall 2009 and has received national attention because of the advanced technologies used to speed up construction such as Accelerated Bridge Construction.

Public transportation is another aspect of transportation where Utah shines. With TRAX and the recent opening of the Frontrunner line a large number of commuters are utilizing public transportation.

Frontrunner is a new commuter rail that travels from Salt Lake City to Weber County. In June 2008 approximately 7,800 riders utilized Frontrunner on an average day. According to Brandon Bott of the Utah Transit Authority, Frontrunner ridership has exceeded projections. "We are very pleased that ridership has exceeded our expectations and happy that residents in Salt Lake, Davis and Weber counties are taking advantage of the fast and reliable transportation."

High levels of ridership on TRAX applies to all lines. On the University line there are approximately 15,300 weekday boardings during the school year, which is more than double the initial projections. The Sandy/Salt Lake line enjoys over 28,000 weekday boardings on average.

Commuters are encouraged to utilize public transportation to reduce personal costs as well as their environmental impact. The infrastructure is there should you choose to use it.

All the road construction will result in infrastructure to support Utah's rapidly growing population. Though it may be a bother sometimes, just think, we could still have dirt trails. How long would your commute be then? 🚗

**A large number
of commuters are
utilizing Utah's public
transportation with the
recent opening of the
Frontrunner along with
the TRAX lines.**

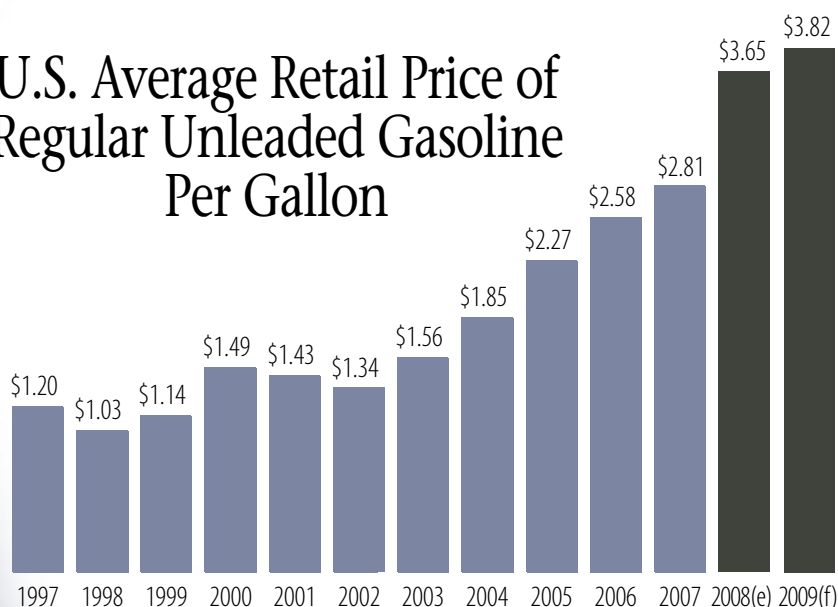


Energy Costs— Up, Up, and Away

A list of significant and persistent forces are continuing to put upward pressure on petroleum and natural gas prices.

First among these forces is growing global demand, even in the face of a seven-year run-up in prices, led by ever more consumption in China, India, and other Asian, Middle Eastern, and African countries. The relatively weak dollar, which has lost purchasing power relative to oil and other commodities, directly raises energy costs to U.S. consumers. Geopolitical tension and conflicts raise the specter of supply disruptions—the fear of potential war between Iran and the U.S. or Israel over Iranian nuclear activities or as a spillover from the Iraq war, and conflict between rebels and the Nigerian government that has affected their oil production. Additional concerns include the beginning of the hurricane season, speculators manipulating energy markets, and declining production from old oil fields while new projects and production suffers from soaring costs and chronic delays.

U.S. Average Retail Price of Regular Unleaded Gasoline Per Gallon



(e) - estimate (f) - forecast

The very tight market for petroleum has a precarious balance between supply and demand of energy that could be easily disrupted driving prices even higher.

As a result, the relatively high costs for gas, diesel, jet fuel, and natural gas are expected to continue at levels comparable to current prices and increase in the coming year. While there can be monthly and seasonal temporary price reductions, energy experts believe the overall trend to be higher prices.

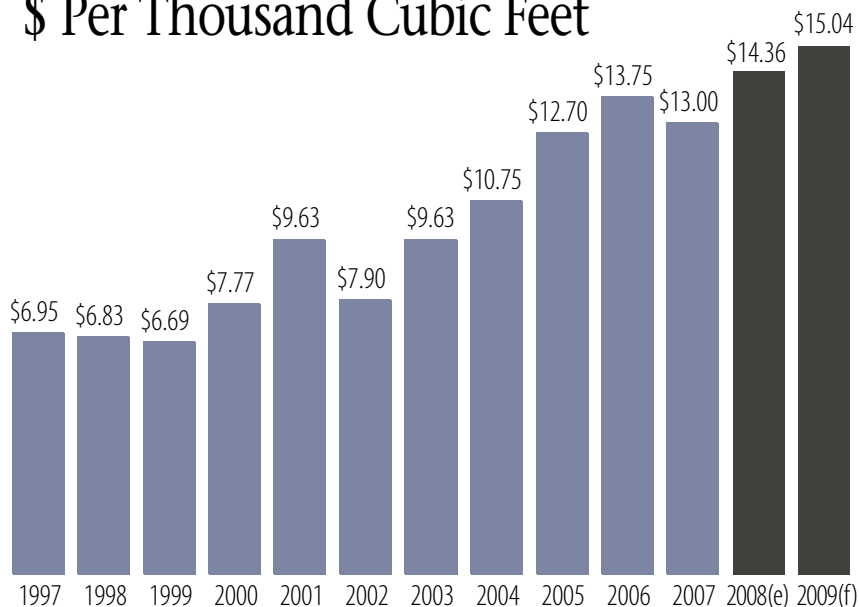
Forecasts of the U.S. Energy Information Administration indicate that this winter, the cost of regular-grade gasoline, which averaged \$2.81 per gallon in 2007 nationally, is expected to average \$3.65 for 2008 and \$3.82 per gallon during 2009. U.S. diesel fuel prices averaged \$2.88 in 2007, are estimated to average \$4.18 cents for 2008 and increase to \$4.27 on average during 2009.

All of the higher energy costs will adversely affect growth in the U.S. economy as consumers and businesses spend more for energy and less on other things. The direct effects on consumers, paying more for running their cars and heating their homes, reduces their disposable income and savings or increases their debt. Furthermore, these high energy costs will ripple throughout the economy with higher production, transportation, and other operating costs for all businesses.

To date, the economy has shown remarkable resiliency in spite of the high-priced energy headwinds. It is unclear how much longer consumers and businesses can absorb these higher costs without a more serious economic downturn. ⓘ

The costs for gas, diesel, jet fuel, and natural gas are expected to continue at their current levels and increase in the coming year.

U.S. Average Residential Natural Gas Price \$ Per Thousand Cubic Feet



(e) - estimate (f) - forecast

Source: U.S. Energy Information Administration.

TRUCKIN' DOWN

THOSE UTAH HIGHWAYS

What role does the transportation/warehousing industry play outside the Wasatch Front? As with most other pieces of economic data, Utah's nonurban counties demonstrate extraordinary diversity that claims no relationship to size.

Despite the title of this article, the transportation and warehousing industry includes a wide variety of business activities—transportation by air, rail, truck, water, pipeline, or bus; plus scenic tours, couriers, and warehousing/storage. For the purpose of this article, we'll cover just employment in the private sector. However, keep in mind that government also provides many transportation services—including the U.S. postal service (although our data does include private contractors hired by the postal service).

Both Ends of the Spectrum

When examining transportation/warehousing employment as a percent of total nonfarm employment, nonurban counties can be found at both the top

and bottom of the spectrum. The top nine counties for share of employment in transportation/warehousing can all be found outside the Wasatch Front. In fact, transportation/warehousing companies account for more than 10 percent of employment in Piute, Sevier, and Beaver counties.

What might contribute to higher levels of transportation/warehouse employment? Many transportation-heavy counties have transportation employment which supports industrial, mining, or agricultural activities in their respective communities. Sevier, Duchesne, Uintah, Beaver, Piute and Carbon counties are counted here. In other counties, housing a Wal-Mart Distribution center leads to higher-than-average transportation/warehousing employment (Box Elder, Washington, Tooele counties). In addition, Beaver County benefits from being a hub for railroad employment and a United Parcel Service center while Washington County is home to SkyWest Airlines' corporate headquarters.

On the other hand, many counties outside the Wasatch Front have little-to-no transportation/warehousing employment—Morgan, Grand, Garfield, Kane and Wayne counties show transportation/warehousing employment of 1.1 percent or less.

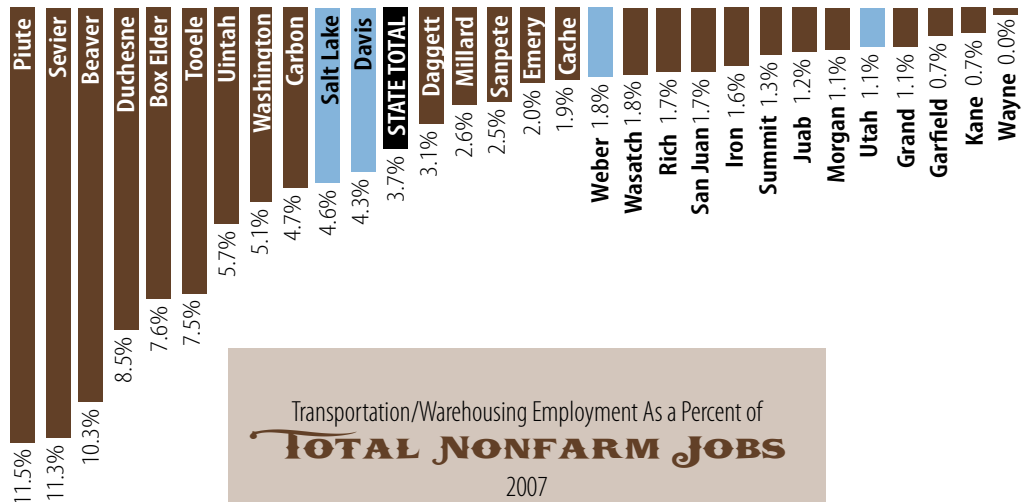
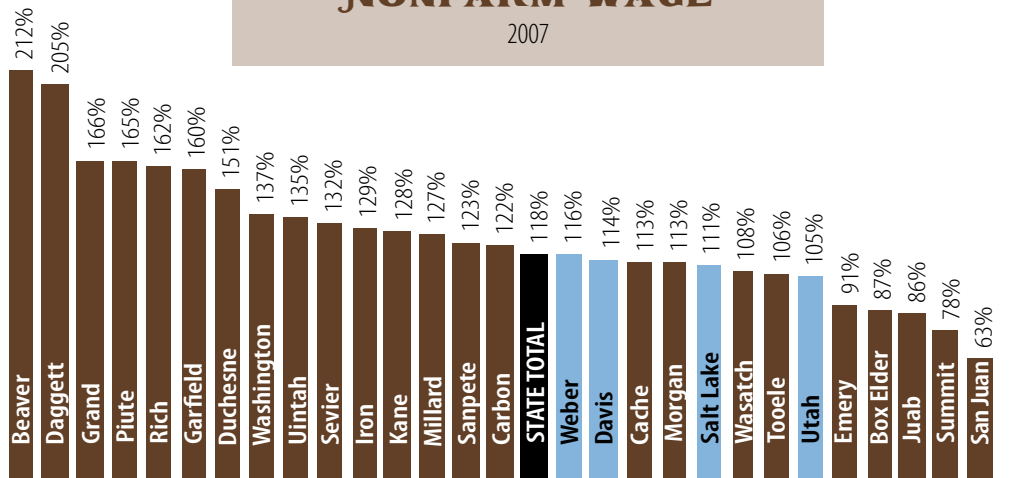
Better-than-Average Wages

It may be to a county's economic advantage to have a labor market rich in transportation/warehousing jobs. In all but five Utah counties, the average monthly wage for transportation/warehousing industry jobs ranks higher than the county overall average. These jobs are particularly high wage contributors in Beaver, Daggett, Grand, Piute, Rich, Garfield, and Duchesne counties where average transportation/warehousing wages measure more than one and one-half times the average monthly county wage. ●

For more information about Utah's nonurban counties, see: <http://jobs.utah.gov/jsp/wi/utalmis/gotoCounties.do>



Transportation/Warehousing
Nonfarm Average Monthly Wage As a Percent of
**AVERAGE MONTHLY
NONFARM WAGE**
2007



Source: Utah Department of Workforce Services.

The transportation and warehousing industry includes a wide variety of business activities—transportation by air, rail, truck, water, pipeline, or bus; plus scenic tours, couriers, and warehousing/storage.

MACHINIST

Not Just An Ordinary Job

Edison, Bell, Wright: common household names of inventors who have had a tremendous impact on our daily lives. Can you imagine Edison, Bell, or Wright handing you a crude drawing on a slip of paper and asking you to come up with the first working telephone or phonograph or airplane engine? That is what happened to John Kruesi, the machinist who built Edison's phonograph. Thomas Watson is the machinist credited with developing the first telephone from Bell's ideas and to whom Alexander Graham Bell spoke those first words, "Mr. Watson, come here. I want to see you." Another machinist, Charles Taylor, built the first aircraft engine for the Wrights' airplane. Each of these machinists helped inventors bring their far-fetched ideas from dream to reality and the names of Edison, Bell and Wright into the history books.


The U.S. Department of Labor defines a machinist as one who uses machine tools, such as lathes, milling machines, and shop drawings to produce or repair precision metal parts and instruments. Many new machines now use lasers, water jets, electrified wires or computer numerically controlled (CNC) machines to form parts. Reading blueprints, setting up machines, making cuts or boring holes, monitoring the feed and speed of the machines are just a few of the processes a machinist performs. Some machinists also write CNC programs for the machines they operate.

So, if you are interested in mechanics, mathematics, metal properties and machining procedures and see yourself being part of an occupation with a rich past and a bright future, how do you become a machinist? Training for this occupation is considered long-term since it will take more than 12 months to complete. It consists of apprenticeship programs where a sponsoring employer trains you on-the-job (and often pays you at the same time,) and vocational/technical schools or community colleges which offer associate degrees. Most machinists have been trained through a combination of on-the-job and classroom experience. Check with the Utah Office of Apprenticeship at (801) 975-3650 or www.utahtraining.org for detailed apprenticeship information.

Based on recently published data for the metro Salt Lake area, an inexperienced machinist earns \$12.13 an hour. The median wage is \$17.45. This is a five-star occupation,

meaning that machinists have a strong employment outlook and high wages.

Business growth, rather than the need for replacements, will make up the majority of new job openings in Utah. With a projected 27.9 percent increase over the decade, this occupation will grow faster than average.

A machinist is quoted as saying, "Machinists make engineers look good." And inventors, too, it seems. 

Projected Job Growth For Machinists 2004-2014

Area	Current Employment	Projected Employment	Total Annual Openings
Utah	3,690	4,720	190
Utah Metro	2,836	3,641	147
Utah Non-Metro	642	823	33
U.S.	370,000	386,000	10,000

Source: Utah Department of Workforce Services.






Machinists make
engineers look good...
and inventors, too.

Rich County

Rich County is nestled in the extreme northeastern corner of Utah. This rural county bases its livelihood on agriculture (ranching), tourism, and government. Tourism and government together account for over half of all nonfarm jobs. While the ranching activity is fairly stable year round, the tourism business is not. Off-season employment averages between 480 and 580 workers. During the summer peak season, employment counts run between 650 and 800. July has the most employees.

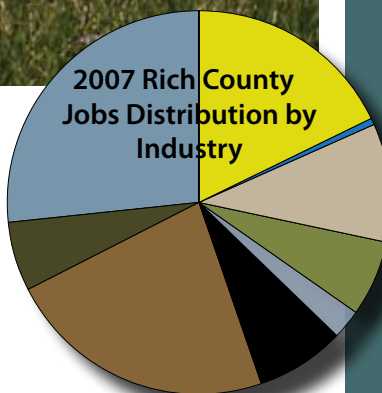
Since 1990, Rich County's population has grown by about 25 percent, from 1,728 to 2,162 (2007). This population count makes the county one of the smallest in the state. Only Daggett and Piute counties have fewer persons.

Economic activity in the area is geographically split. Agriculture/ranching dominates the southern two-thirds of the county, while tourism-related business is dominant in the northern one-third, or Bear Lake area. 



The view overlooking Bear Lake.

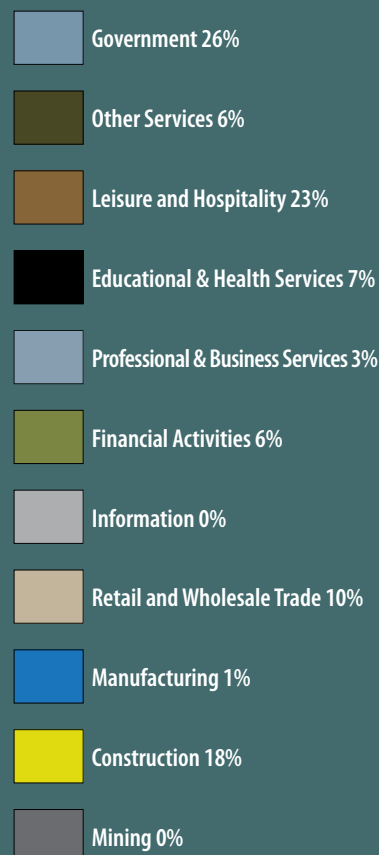
Total Jobs = 720



Source: Utah Department of Workforce Services.

DID YOU KNOW...

- More persons commute out of Rich County to work in Wyoming than commute from Rich County to work in any or all other Utah counties. Two-thirds of Rich County workers work in Rich County.
- In local lore, a monster of sorts, "the Bear Lake Monster," is purported to still inhabit the lake. No one knows for sure, but there seem to be more sightings during the warm summer months when tourists abound.
- Rich County is one of the coldest spots in the continental U.S. Randolph and Woodruff are towns often named to the coldest spot for any particular day in January.
- Cattle are the primary agricultural product in Rich County. In fact, there are 19 cows for every person. In addition, raspberry cultivation is very important around Garden City.



Exploring the Career Path

Choose a career you are interested in and would enjoy—possibly the most important step because if you are happy with your work life, everything else is a little easier.

These days many people change careers as if they were changing their outfits. For a variety of reasons, workers no longer stay with one employer for their entire career. When searching for a career it is important to ask yourself a few questions. Do I have the necessary skills to succeed in this job? Does this job meet my expectations in both wage and duties? Do my interests correspond with this occupation? Answering these questions will help confirm your desire for a certain job, or maybe lead you in a new direction of career exploration. O*NET is a website designed to help you answer these questions and to make your career research relatively quick and easy.

When contemplating a career it is important to choose something realistic, one that you are prepared for, or can gain the necessary skills through training or education. On the O*NET homepage (<http://online.onetcenter.org>) there is a section called Skills Search. This is the perfect place to start your career exploration. This assessment will point you in the direction of the careers you are suited for based on skills alone.

If you are already trained to use certain tools or technology, you can also use the Tools and Technology guide on the home page. It will lead you to specific careers that suit the tools and technology you are equipped to handle.

The next step of your journey is to assess your expectations of wage and work activities. To find wage information, select a career from the list of occupations that match your skills. At the bottom of the summary page, find Wages and Employment Trends. This shows national wages and trends

for the specified occupation. If you are interested in wage and trend data information for a specific state, select the state that you want and you can decide whether the wages and trends meet your expectations.

If you would like a more comprehensive list of the duties the career might entail, return to the top of the summary page and select the tab that says Custom. Once there you can select Work Activities and the box that says Show

detailed work activities where available. This provides detailed information that will help you gauge whether those tasks match your interests and capabilities.

The final step is to select a career you are interested in and would enjoy. This is possibly the most important step because if you are happy with your work life it will make everything else a little easier. ①



Our Job is Jobs

How the Utah Centers of Excellence is creating jobs by funding the licensing of university innovations.

For 20 years, Utah's Centers of Excellence Program has driven job creation through the commercialization of innovations that are produced from educational research. Recently, however, the program has undergone an efficiency shift to ensure that as many university developed technologies as possible are licensed and commercialized. Rather than simply fund the research, Centers of Excellence is now funding the company that will be licensing the product, drawing the innovations into the market rather than trying to push them out of the research labs once development is completed. The result is an accelerated process on the road from research to revenue.

Speed aside, these funds are also designed to reduce the risk assumed by the licensee when working with university developments, providing fuel for the fire at a very opportune time. Rather than take a financial leap of faith on a university innovation, Centers of Excellence funding allows firms to license a product while mitigating the market and technical risks inherent in these innovative technologies. Companies of all sizes are eligible to apply, making Centers of Excellence a unique opportunity for smaller organizations. This year, 39 proposals were received with overall funding requests exceeding \$4.5 million. Final recommendations for funding included 21 licensees and one university center.

The 21 companies from this year's group are licensing a variety of innovations in numerous fields and markets. Some highlights include a DVD that preserves the

data stored on it for more than 100 years, perhaps even up to a millennium, licensed by Millenniata, Inc. of Springville; a non-invasive instrument that measures deep tissue temperature in the human body licensed by Salt Lake Based Thermimage, Inc.; and in American Fork, a portable, highly accurate chemical detection device licensed by Torion Technologies, Inc. Also included in this year's funding was the futuristic Iso-Truss structure developed by BYU researchers which has been licensed for use in both bike frames and industrial and aerospace applications by Delta 7 Sports and their parent company.

One product with a slightly less high-tech feel is quite literally turning heads. Larada Sciences Inc., a University of Utah spinout, is licensing the Lousebuster; a unique, non-chemical treatment of head lice. Instead



* Governor's Office of Economic Development

of multiple treatments with chemically formulated shampoos, the Lousebuster resembles a vacuum hose with a comb attached to the end. Instead of sucking air, however, it blows a specially calibrated high volume flow of warm, dry air through the hair, killing the lice that require cooler, humid conditions to survive.

These technologies have a strategic value for Utah and our economy. Not only do they solve many problems in our world and day-to-day life, but they drive economic development, and ultimately, job creation. In fact, the headline of this year's Centers of Excellence program report is, "Our Job is Jobs." With new legislative changes helping more and more university-developed technologies to successfully enter the marketplace, these trends in economic development and job creation will be the natural, positive result. ①

The 21 companies from this year's group are licensing a variety of innovations in numerous fields and markets. Their products include:

- A century of storage on a newly developed DVD, perhaps more
- An instrument that measures deep tissue temperature
- A portable, highly accurate chemical detection device
- Lousebuster, a unique non-chemical treatment of head lice



Own a business? Or thinking of starting one? Check this out!



for example:

Starting a Business

Thinking of starting a business but don't know how? Use the links below to find the tools necessary to get your business up and running. Learn how to assess your business idea, prepare a written business plan, and develop a structure for your business. The following links also include information on government business requirements, counseling, training, and other entrepreneurial resources.

- Assess Your Business Idea
- Prepare a Written Business Plan
- Financial Resources for Your Business
- Select Your Business Structure
- Government Business Requirements
- Counseling & Resources
- Training & Events
- Statistical Information
- Business Human Resource Assistance

business.utah.gov

just
the
facts...

June 2008 Seasonally Adjusted Unemployment Rates

Beaver	3.0 %
Box Elder	3.4 %
Cache	2.3 %
Carbon	4.5 %
Daggett	3.3 %
Davis	3.1 %
Duchesne	2.7 %
Emery	3.6 %
Garfield	5.9 %
Grand	5.3 %
Iron	3.8 %
Juab	4.2 %
Kane	3.7 %
Millard	3.0 %
Morgan	3.1 %
Piute	3.0 %
Rich	2.2 %
Salt Lake	3.1 %
San Juan	5.9 %
Sanpete	3.8 %
Sevier	3.6 %
Summit	3.0 %
Tooele	3.6 %
Uintah	2.4 %
Utah	3.1 %
Wasatch	3.0 %
Washington	4.1 %
Wayne	4.6 %
Weber	3.8 %

July 2008 Unemployment Rates

Utah Unemployment Rate	3.5 %
U.S. Unemployment Rate	5.7 %
Utah Nonfarm Jobs (000s)	1,250.1
U.S. Nonfarm Jobs (000s)	137,236.0

June 2008 Consumer Price Index Rates

U.S. Consumer Price Index	218.8
U.S. Producer Price Index	182.5

Changes From Last Year

Up	0.8 points
Up	1.0 points
Up	0.6 %
Down	0.1 %
Up	5.0%
Up	9.2 %

Source: Utah Department of Workforce Services

Watch for these features in our
Next Issue:

Theme:
Utah Economic
Characteristics
(new ACS data)

County Highlight:
Piute

Occupation:
Human Resources
Manager

Presorted Standard
US Postage
PAID
SLC, UT
Permit # 4621



Wondering how
much accounting
jobs pay in your
area?

Find out at
jobs.utah.gov
click on Workforce Information



Utah Department of Workforce Services
Workforce Development and Information Division
140 E. 300 S.
Salt Lake City, UT 84111